



TENNESSEE REAL ESTATE News-Journal

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2005 Tune Award for Excellence in Education Presented to Hal Wilson



Front Row, Left to Right: Frances Almany, Hal Wilson and Bobbi Gillis Back Row, Left to Right: Bear Stephenson, Charles Haynes, Isaac Northern, Gary Cunningham and Adren Greene

Hal Wilson of Nashville was presented the 2005 William "Bill" Tune Award for Excellence in Real Estate Education at a luncheon held in his honor in Nashville on November 2, 2005. Hal has almost 40 years of active involvement in real estate which includes teaching, broker sales and management, home building, repair and maintenance, and rehab investments. His wealth of industry knowledge has been shared regularly and enthusiastically with beginners and longtime real estate professionals. Wilson has trained over 50,000 students.

In 1974, Wilson was hired by the former University of Tennessee, which was located in Nashville, to teach real estate pre-licensing and sales and marketing courses and then he was hired by Austin Peay State University and Tennessee State University. Wilson has been a member of the adjunct faculty of Nashville State Tech since 1975 instructing various real estate courses and has been teaching a real estate investment class which he created, developed and has nurtured for more than 10 years. In 1978 he created the Institute of Real Estate Training which provided Commission approved pre-license real estate education. He also continues to serve as a faculty member of the Continual Learning Institute which he and Mike Esterday co-founded in Nashville in 1983.

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Agreements Must Be Signed by All Owners

By: Bobbi Gillis, Commissioner

As is often the case, in a recent Tennessee Real Estate Commission meeting, we had a rash of similar complaints dealing with listing agents and their procedures when listing property for sale. It sounds so very elementary, but a listing agreement must be signed by all own

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Governor Bredesen announced State offices will be closed Friday, December 23rd and Monday, December 26th for Christmas and Friday, December 30th and Monday, January 2nd for the New Year Holiday. The Real Estate Commission's office will be open all other weekdays in the Month of December and other weekdays in January except January 16th for Martin Luther King Day.

Continuing Education for Affiliates During Current Licensing Period (2005-2006)

To comply with continuing education in this license period, all active and inactive affiliate licensees subject to CE must complete the 4 hour 2005-2006 TREC CORE course and 12 hours of approved elective education, for a total of 16 hours. The CE credit earned by a licensee will be sent electronically to the Commission and downloaded to licensee files. Paper certificates obtained from education schools/sponsors should be retained by the attendee and cannot be used by the Commission to verify education completion.

Affiliate licensees who are required to complete CE are those licensed on or after July 1, 1980 and before January 1, 2005 whose licenses are not in retirement. All required CE must be completed on or before November 1, 2006.

Transferring the Easy Way

The TREC Licensing Staff receives hundreds of transfer requests each month and have noted that correctly completed TREC1's for this transaction result in timely transfers for licensees. On the other hand, incomplete or incorrectly completed transfer requests result in delays in transferring a licensee from one firm to another.

Transferring from one firm to another is a fairly uncomplicated process if the procedures are followed by each of the parties involved. The usual parties are the individuals transferring, the principal broker of the releasing firm, and the principal broker of the new firm. The transferee and the principal broker of the releasing firm should complete their parts of the TREC 1 form first since the transferee cannot be affiliated with the new firm unless released from the old firm. The new principal broker then completes his/her part of the

form last. The dates on the form may all be the same, but if they are not, the date the new principal broker signs the form should be the latest of all the dates and should be no more than 10 days after the releasing broker signed and dated the form. In order to facilitate the transfer, TREC considers the transfer effective on the date the fully completed form is postmarked or delivered to the administrative office of the Commission. Lastly, the transfer cannot be processed without the \$25.00 payment required for this transaction. That payment must accompany the fully completed form.

**Happy
Holidays
from
TREC**

2005 Tune Award for Excellence in Education Presented to Hal Wilson, continued from page 1

In early 2005 Hal began the popular radio talk show "Talking Real Estate" to answer real estate questions called in by interested listeners. This show airs weekly on Sunday mornings from 10:00 am to Noon on channel 1510 AM. Currently, Hal is in the final stages of publishing his book, *The 12 Secrets of Real Estate Investing* and is the managing broker for The Wilson Group Real Estate Services.

Also attending the luncheon to honor Wilson were two former Commissioners, Grace Kroeger and Ray Tarkington, and two former Tune Award recipients, Sharon Langford and Pug Scoville.

Agreements Must Be Signed by All Owners, Continued from Page 1

the property. Likewise, when working an offer, all owners of the property must sign the offer and initial any and all changes that are made to the offer before finalization making it a firm contract.

Through public records, we can locate the names of the owners of record. A copy of their deed or mortgage documents will reflect ownership. But at the very least, we can ask the questions that will reflect the parties who have a legal right to list, sell and convey title to the property in question. If the parties are separated or recently divorced, you may want to require court documents, copies of quit claim deeds, or other pertinent documentation to prove that they have the right to sell the property.

DISCIPLINARY ACTION

SEPTEMBER 2005

Roy B. Helton
Lic. No. BR240970
Sevierville, TN

Mr. Helton paid a \$1000.00 penalty for failure to timely answer a complaint.

Frequently Asked Questions:

I am seeking to be licensed in another state or another profession and need TREC to provide certification (history) of my real estate license. How do I request this document?

The Certificate Request form (can be obtained at TREC Website) is to be completed in its entirety and mailed to the Commission with a check or money order for \$25.00 to cover the processing of the information. The document will provide the original date of licensure, the current status of the license and any change in status over the past five years, disciplinary action (if any), and history of education completion.

What are the normal business hours of the TREC office?

The office is open 8:00 am until 4:30 pm Central Time, Monday through Friday. The office is closed on all federal and state holidays.

Inactive vs. Retired Real Estate License

If a licensee wishes to cease practicing real estate, but does not want to relinquish the real estate license, that licensee should retire the license. However, if that licensee has not completed an education requirement, the license cannot be retired but is placed in a "holding status" called inactive until the education requirement has been timely completed. The individual cannot practice real estate and does not have to have Errors and Omissions Insurance while inactive but cannot retire the license until the education requirement is met. The two education deficits which keep the license from being retired are: (1) incompleteness of continuing education for affiliates when the license was active for one or more days during the licensing period; and (2) incompleteness of the broker post licensing education requirement.

All education requirements must be completed in the required time-frames before the a license can be retired. Please note: a license cannot be inactivated or retired to avoid required education and the licensee must continue to pay license renewal fees to keep the license in retirement.

TREC Proceeds with Rule Changes

The Tennessee Real Estate Commission conducted a Rule Making Hearing on November 2nd during its regular monthly meeting. The Rule Making Hearing Notice can be accessed from the home page of the TREC website (state.tn.us/commerce/boards/trec) and will remain available for viewing through the first of the year. The Commission voted unanimously to approve the majority of the rules as presented in the Notice and made a change only to the rule addressing educational requirements. That change was to Section 1260-5-12(3)(b) which eliminated the language in the Rule Making Hearing Notice and substituted "An affiliate broker will not receive continuing education credit for courses completed prior to licensure, or during two consecutive license periods".

New or amended rules cannot become effective until they are reviewed and approved by the Tennessee Attorney General and filed with the Secretary of State's Office. Licensees will be advised in future editions of the News-Journal of effective dates of any and all new and/or amended rules.

Phone Numbers Frequently Requested by Callers to TREC

Home Inspector Licensing Program
Real Estate Appraiser Commission
Auctioneer Commission

615-253-1743
615-741-1831
615-741-3236

Tennessee Real Estate Commission

500 James Robertson Parkway, Suite 180
Nashville, TN 37243-1151

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TREC Phone Menu

The six options are as
follows:

1. General Information
2. Licensing
3. Complaints
4. Education
5. Administration
6. If you know the
name of the staff member
you are calling

"The Tennessee Department of Commerce and Insurance is committed to principles of equal opportunity, equal access, and affirmative action." Contact the EEO Coordinator or ADA Coordinator (615) 741-1328, for TDD 615-741-6276



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(615) 741-2273 or 1-800-342-4031

www.state.tn.us/commerce/boards/trec

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